

CONTRACT

WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

Contract / Revision 842815 /		Alt Order #
Product OH US SEN JOSH MANDEL OCT 31-NOV 6		
Contract Dates 10/31/12 - 11/06/12		Estimate # 3125
Advertiser Mandel, J/US Senata/R		Original Date / Revision 10/29/12 / 10/30/12
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Station WOIO	Account Executive House WOIO/WUAB	Sales Office Cleveland Local
Special Handling Cash In Advance		
Demographic Adults 35+		
IDB#	Advertiser Code	Product Code
Agency Ref		Advertiser Ref

And:

Strategic Media Placement.
7669 Stagers Loop
Delaware, OH 43015

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
N 1	WOIO	10/31/12	11/02/12	Action News at 6a	6-7a		:30			NM	3	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	--WTF--				3	\$150.00			
N 2	WOIO	11/05/12	11/06/12	Action News at 6a	6-7a		:30			NM	2	\$300.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	11/05/12	11/11/12	MT-----				2	\$150.00			
N 3	WOIO	10/31/12	11/01/12	The Early Show	7-9a		:30			NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	--WT---				2	\$100.00			
N 4	WOIO	11/05/12	11/06/12	The Early Show	7-9a		:30			NM	2	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	11/05/12	11/11/12	MT-----				2	\$100.00			
N 5	WOIO	11/03/12	11/03/12	Sat Early Show	9-11a		:30			NM	1	\$125.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-----S-				1	\$125.00			
N 6	WOIO	11/04/12	11/04/12	CBS Sunday Morning	9-1030a		:30			NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-----S				1	\$2,000.00			
N 7	WOIO	11/04/12	11/04/12	Face the Nation	1030-11a		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	-----S				1	\$3,000.00			
N 8	WOIO	10/31/12	11/02/12	Action News at Noon	12-1230p		:30			NM	3	\$1,425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	--WTF--				3	\$475.00			
N 9	WOIO	11/05/12	11/05/12	Action News at Noon	12-1230p		:30			NM	1	\$475.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	11/05/12	11/11/12	M-----				1	\$475.00			
N 10	WOIO	10/31/12	11/02/12	Action News at 5p	5-6p		:30			NM	3	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
	Week:	10/29/12	11/04/12	--WTF--				3	\$1,500.00			
N 11	WOIO	11/05/12	11/05/12	Action News at 5p	5-6p		:30			NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			

(* Line Transactions: N = New, E = Edited, D = Deleted)

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Cleveland, OH 44114
(216) 771-1943

<u>Contract / Revision</u> 842815 /		<u>Alt Order #</u>
<u>Contract Dates</u> 10/31/12 - 11/06/12	<u>Product</u> OH US SEN JOSH MAN	<u>Estimate #</u> 3125
<u>Advertiser</u> Mandel, J/US Senate/R		<u>Original Date / Revision</u> 10/29/12 / 10/30/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals Spots Amount		
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/05/12	11/11/12	M-----				1	\$1,500.00				
N 12	WOIO	10/31/12	11/02/12	Action News at 6p	6-630p		:30			NM	3	\$7,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/12	11/04/12	--WTF--				3	\$2,500.00				
N 13	WOIO	11/05/12	11/05/12	Action News at 6p	6-630p		:30			NM	1	\$2,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/05/12	11/11/12	M-----				1	\$2,500.00				
N 14	WOIO	11/04/12	11/04/12	SU Action News at 630p	630-7p		:30			NM	0	\$0.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/12	11/04/12	-----S				1	\$500.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>			
	1	WOIO	10/29/12-11/04/12	SU Action News at 630p	630-7p	-----Su	:30		\$500.00	NM			
Credited													
N 15	WOIO	10/31/12	11/01/12	M-F 7-730p	7-730p		:30			NM	2	\$9,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/12	11/04/12	--WT---				2	\$4,500.00				
N 16	WOIO	11/05/12	11/05/12	M-F 7-730p	7-730p		:30			NM	1	\$4,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/05/12	11/11/12	M-----				1	\$4,500.00				
N 17	WOIO	10/31/12	11/02/12	M-F 730-8p	730-8p		:30			NM	2	\$10,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/12	11/04/12	--W-F--				2	\$5,000.00				
N 18	WOIO	11/05/12	11/05/12	M-F 730-8p	730-8p		:30			NM	1	\$5,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/05/12	11/11/12	M-----				1	\$5,000.00				
N 19	WOIO	10/31/12	11/02/12	Action News at 11p	11-1135p		:30			NM	3	\$9,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/12	11/04/12	--WTF--				3	\$3,000.00				
N 20	WOIO	11/05/12	11/05/12	Action News at 11p	11-1135p		:30			NM	1	\$3,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		11/05/12	11/11/12	M-----				1	\$3,000.00				
N 21	WOIO	11/03/12	11/03/12	Lt Sa Action News at 11p	11p-2a		:30			NM	1	\$700.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/12	11/04/12	-----S-				1	\$700.00				
N 22	WOIO	11/04/12	11/04/12	Lt Su Action News at 11p	11p-2a		:30			NM	1	\$700.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/12	11/04/12	-----S				1	\$700.00				
N 23	WOIO	11/04/12	11/04/12	Sun Hour 1	7-830p		:30			NM	0	\$0.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/12	11/04/12	-----S				1	\$3,500.00				
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>			
	1	WOIO	10/29/12-11/04/12	Sun Hour 1	7-830p	-----Su	:30		\$3,500.00	NM			
Credited													
N 24	WOIO	11/04/12	11/04/12	Browns Football	12-8p		:30			NM	1	\$40,000.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/12	11/04/12	-----S				1	\$40,000.00				
N 25	WOIO	10/31/12	11/02/12	Action News at 4p	4-5p		:30			NM	3	\$1,500.00	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		10/29/12	11/04/12	--WTF--				3	\$500.00				

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842815 /	

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/31/12 - 11/06/12	OH US SEN JOSH MAN	3125

<u>Advertiser</u>	<u>Original Date / Revision</u>
Mandel, J/US Senate/R	10/29/12 / 10/30/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Totals SpotsAmount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
N 26	WOIO	10/31/12	10/31/12	Wed Prime	8-10p		:30			NM	1	\$3,100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--W----				1	\$3,100.00			
N 27	WOIO	10/31/12	11/02/12	Syndicated Barter	3-4p		:30			NM	3	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--WTF--				3	\$200.00			
N 28	WOIO	11/03/12	11/03/12	NCAA Football Reg Prime	757-11p		:30			NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S-				1	\$1,500.00			
N 29	WOIO	11/05/12	11/05/12	Syndicated Barter	3-4p		:30			NM	1	\$200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	M-----				1	\$200.00			
N 30	WOIO	11/04/12	11/04/12	Tailgate 19	Sa/Su 11a-12p		:30			NM	1	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----S				1	\$400.00			
Totals											47	\$113,375.00

Time Period	# of Spots	Gross Amount	Net Amount
10/29/12 - 11/06/12	47	\$113,375.00	\$96,368.75
Totals	47	\$113,375.00	\$96,368.75

Signature: _____ **Date:** _____

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